

Message Text

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PAGE 01 WARSAW 01388 171137Z
ACTION EUR-12

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-----065942 172153Z /73
R 171103Z FEB 78
FM AMEMBASSY WARSAW
TO USDOC WASHDC
INFO SECSTATE WASHDC 3382

UNCLAS WARSAW 1388

COMMERCE FOR BEWT/TDAD AND BEWT/TPD

EO 11652: NA
TAGS: BEXP PL
SUBJECT: PROPOSED FY-79 TRADE PROMOTION EVENTS

REF: 77 STATE 255264

1. ALTHOUGH NOT PROPOSED FOR POLAND, WE BELIEVE COMMERCE SHOULD CONSIDER SCHEDULING HERE THE TSS ON INDUSTRIAL WELDING EQUIPMENT OR THE TSS ON FERROUS METALS PROCESSING EQUIPMENT. BOTH THE MINISTRY OF HEAVY AND AGRICULTURAL MACHINE INDUSTRY AND THE MINISTRY OF METALLURGY HAVE EXPRESSED STRONG INTEREST IN THESE SEMINARS.

2. THEIR INTEREST MAKES SENSE. WITH PROPOSED INVESTMENTS IN HOUSING, CONSTRUCTION OF A GENERAL NATURE, AND SHIPYARDS, THE OPPORTUNITIES FOR SALES OF WELDING EQUIPMENT ARE BOUND TO BE ATTRACTIVE IN THE NEXT TWO TO THREE YEARS. EXPANSION IN CERTAIN OTHER INDUSTRIES ALSO OFFERS A GROWING MARKET.

3. WITH PLANNED EXPANSION OF STEEL PRODUCTION CAPACITY, PARTICULARLY AT THE HUTA-KATOWICE SITE, GOOD OPPORTUNITIES FOR SALES OF FERROUS-METAL PROCESSING EQUIPMENT EXIST. ALSO IN LIGHT OF THE HIGH PRIORITY PLACED ON CONSERVATION OF MATERIALS IN POLAND,
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EQUIPMENT WHICH CAN PRODUCE SAVINGS IN THE IMPORTANT AREA OF FERROUS METALS IS BOUND TO BE ATTRACTIVE.

4. WE NEED TO EXPLORE THESE POSSIBILITIES FURTHER, BUT WOULD PREFER TO GET COMMERCE'S COMMENT AS TO WHETHER EITHER OF THESE TSS'S CAN BE PROGRAMMED FOR POLAND. REGARDING SCHEDULING, WE NOTICE THAT THE FERROUS METALS TSS IS

PROPOSED FOR JUNE 1979. SINCE THIS IS THE MONTH OF THE POZNAN
FAIR, WE WOULD PREFER TO RECEIVE IT IN EARLY MAY.
BROWN

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NNN

Message Attributes

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